



Nationwide®
is on your side

**Strong, stable and
committed to keeping
our promises**

At Nationwide[®], our proud mutual heritage and ongoing commitment to our communities help us put our members first

Nationwide is a
Fortune 100
company¹

Nationwide is a
Fortune 100
Best Company to
Work For¹

Nationwide has
\$295.7B
in total assets²

¹ Fortune magazine (2021).

² Nationwide 2021 Annual Report.

Let the strength of Nationwide[®] work for you

Nationwide was founded in 1926 to help American farmers get a fair price on auto insurance. Throughout the many years since then, we've let our Midwestern roots guide us as we've navigated a variety of economic ups and downs. Today, we're proud to be a Fortune 100 company¹ with \$295.7 billion in total assets² and one of the largest financial services employers in America with approximately 25,000 associates.

We now help a wide range of individuals and businesses overcome the financial challenges they face. As you consider initiating or extending a business relationship with Nationwide, we want to make sure you know some important things about us:

We're
organized
for the
long haul

We're
financially strong
and
stable

We're
More
than a
business[®]

Organized for the long haul

When you choose Nationwide as your business life insurance partner, you get a company that you can rely on to be there for a long time to come.

Diversified corporate portfolio

To help ensure that we aren't overly exposed to any single business or risk and that we are able to generate revenue throughout the economic cycle and during periods of market volatility, we've diversified into a number of insurance and financial services business lines with a variety of products within them.

Financial services		Property and casualty	
Individual	Business	Personal	Commercial
<ul style="list-style-type: none"> • Life insurance • Annuities • Mutual funds 	<ul style="list-style-type: none"> • Life insurance • Retirement plans 	<ul style="list-style-type: none"> • Vehicle • Property • Nonstandard auto • Pet insurance 	<ul style="list-style-type: none"> • Standard commercial • Farm and agribusiness • Specialty commercial

Solid industry rankings

When we get involved with a line of business at Nationwide, we are relentless in our pursuit of excellence.

<p>#1 writer of universal life insurance³</p>	<p>#1 insurer of farms and ranches⁴</p>	<p>#1 provider of 457 retirement plans⁵</p>
<p>#5 writer of variable annuities⁶</p>	<p>8th-largest auto insurer⁷</p>	<p>9th-largest commercial lines insurer⁷</p>

³ LIMRA (Q3 2021).

⁴ By direct written premium, AM Best (2020).

⁵ Based on the number of plans, PLANSPONSOR 2021 Recordkeeping Survey.

⁶ LIMRA (Q3 2021).

⁷ By direct written premium, AM Best (2021).

Unwavering dedication to the business life insurance market

We've been a leader in the business life insurance market for 25 years, and Nationwide Business Solutions Group has more than 50 business life insurance specialists ready to serve your needs.

Providing services to over

1,100 businesses

— many in the Fortune 1000

More than **60,000** business life insurance policies in force⁷

Over \$26 billion

in business life insurance assets under management

⁷ Nationwide's Prefix Reporting System as of Dec. 31, 2021.

Financially strong and stable

Strong financial ratings

Independent rating agencies continue to award Nationwide strong ratings that keep us in the top quartile and cite our:

- Strong capital position
- Excellent risk management capabilities
- Product and distribution breadth
- Diversified businesses with a market leadership position

A+
“Superior”
AM Best
Received 10/17/2002
Affirmed 12/22/2021

A1
“Good”
Moody’s
Received 3/10/2009
Affirmed 5/27/2020

A+
“Strong”
Standard & Poor’s
Received 12/22/2008
Affirmed 5/7/2021

These ratings and rankings reflect rating agency assessment of the financial strength and claims-paying ability of Nationwide Life Insurance Company and Nationwide Life and Annuity Insurance Company. They are not intended to reflect the investment experience or financial strength of any variable account, which is subject to market risk. Because the dates are updated only when there’s a change in the rating, the dates above reflect the most recent ratings we have received. They are subject to change at any time.

Solid capital position

\$29.2
billion

Total policyholder equity

\$47.3
billion

Combined statutory revenue

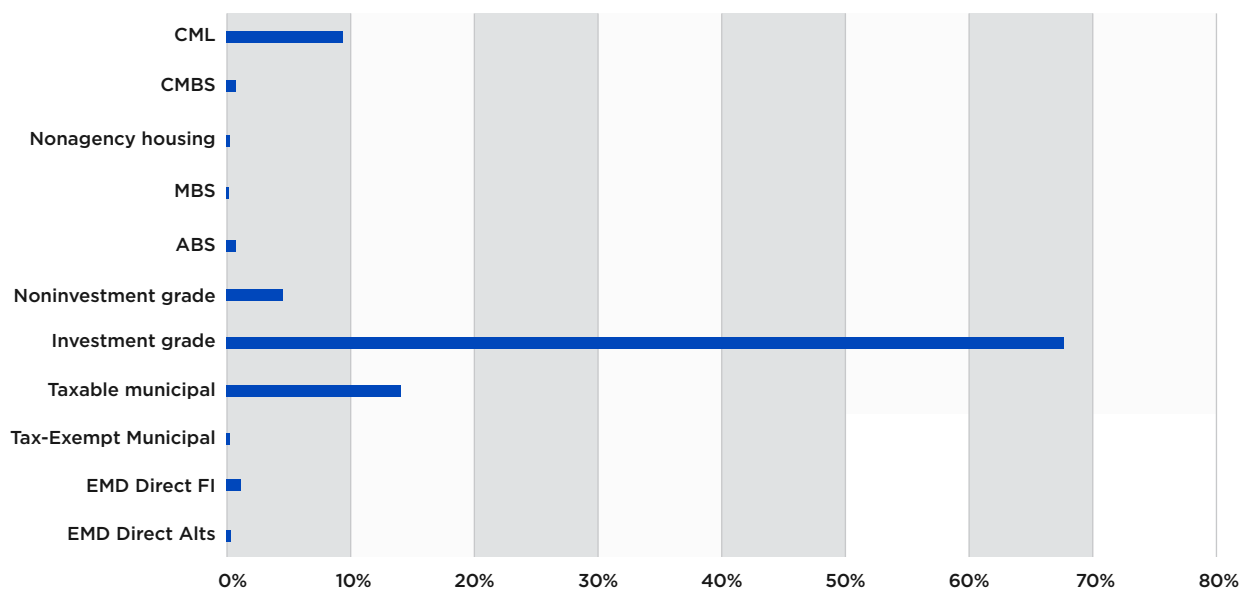
Diligent risk management

Managing risk is a core competency for Nationwide. Our enterprise risk management capabilities are rated as “adequate with strong risk controls” by third-party rating agency Standard & Poor’s.

We’re also proud of our in-house hedging program. Having this infrastructure internally sets us apart from competitors by allowing us to finely tune our hedging strategies to specific policies and be responsive to ever-changing market conditions. It’s a competitive advantage and an added protection for our policyholders.

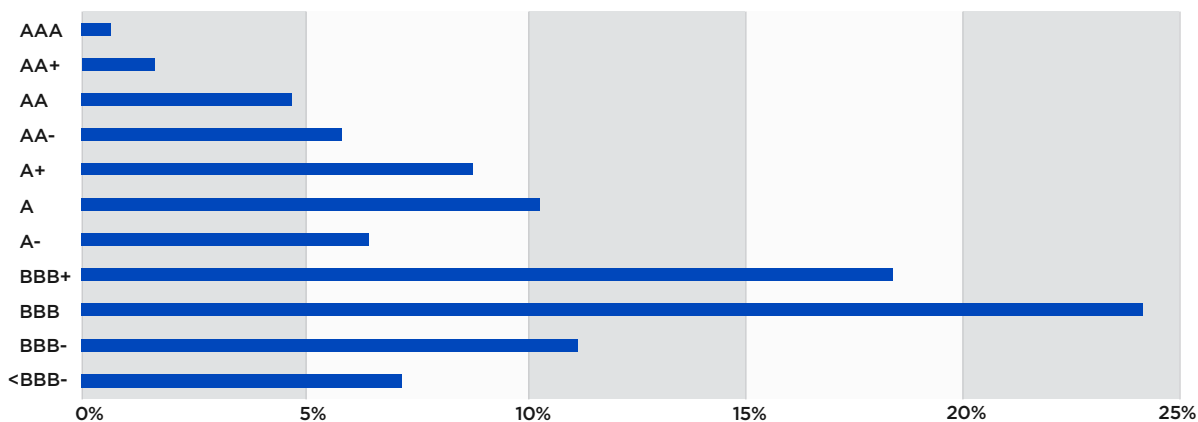
Quality investment portfolios

Nationwide Business Solutions Group Pool Assets
\$4 Billion — as of Dec. 31, 2021



This investment portfolio resides within the Nationwide Life Insurance Company general account. It supports our BOLI and COLI products and is structured according to their unique asset and liability management needs. As of Dec. 31, 2021, the pool's assets had:

- An effective duration of 10.50 years
- An average credit quality of BBB+ (composed mostly of corporate, mortgage and municipal assets)



This information is being shared with you to help you understand Nationwide's asset liability management process and the types of assets that are purchased. You can also evaluate information regarding the entire investment portfolio of the Nationwide Life Insurance Company (NLIC) and its ability to meet its obligations stated by obtaining the most recent copy of the Annual Statement and the Annual Statement of the Separate Accounts filed with the Ohio Department of Insurance. The Bank Owned Life Insurance Contract is not a security or mutual fund and is not FDIC or NCUSIF insured and is not guaranteed by any federal or state agency. Guarantees of the Contract are subject to the claims-paying ability of NLIC. If NLIC becomes unable to fulfill the contract terms, the Contract Owner may lose money from unpaid principal, unpaid interest, reduced principal or reduced interest. Contract holders have no specific ownership or claims to any specific pool of assets.

Astute investment approach

Our investment strategy is designed to ensure that Nationwide has the capital and liquidity to fulfill its financial obligations and pay claims across all businesses over the short and long term. We maintain a collaborative team environment and base our approach on a foundation of:

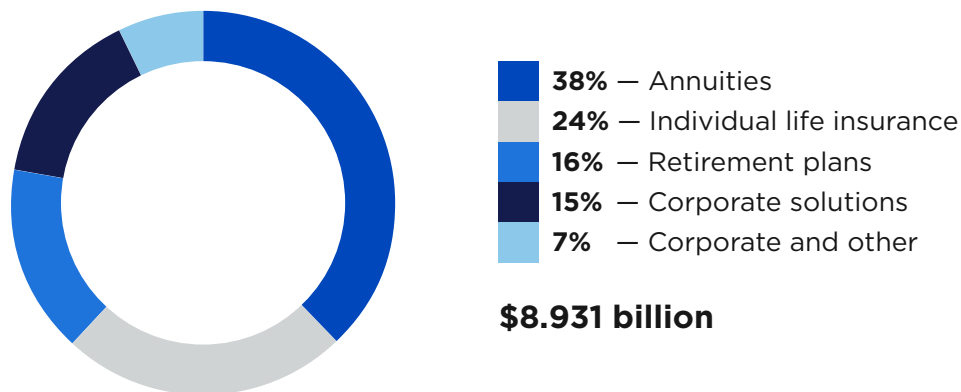
- In-depth understanding of the company's various investment objectives and risk tolerance
- A disciplined investment process focused on macroeconomic trends, fundamental research, technical drivers of risk and return, and risk management

We believe that by continually reassessing the economic environment, our market outlook and our business partners' needs, we can deliver strong investment results over time.

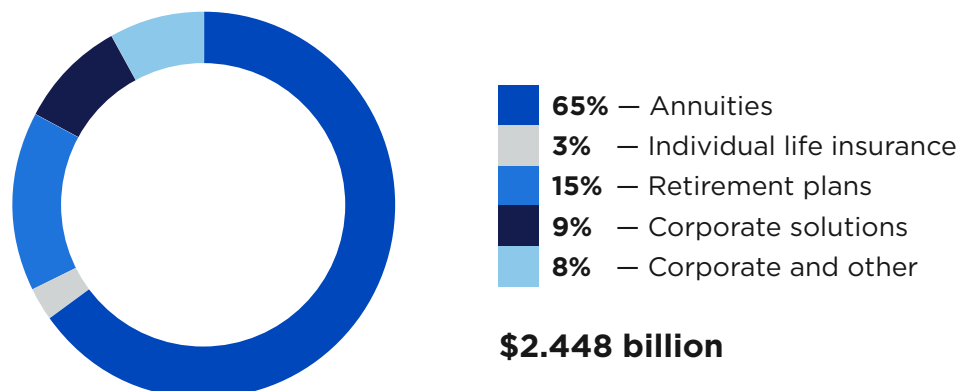
Diversified sources of revenue and income

The wide range of our businesses and the breadth of our distribution network help us to naturally diversify and provide us with numerous sources of earnings and cash flow.

2021 operating revenue through December 31



2021 pretax operating income through December 31



More than a business®

At Nationwide, we're also passionate about making a difference for our country and in the communities where our associates and members live.

Invested in America

Since 2000, the Nationwide Foundation has contributed more than \$588 million to charitable organizations such as the American Red Cross, United Way, Feeding America® and Nationwide Children's Hospital®. Our associates have also volunteered many thousands of hours to help those who need it.

Donated to Nationwide Children's Hospital

\$10M

by the Nationwide Foundation in 2021

\$6.7M

contributed through our Community Giving campaign in 2021

\$1.75M

contributed to the American Red Cross by the Nationwide Foundation in 2021

265,000

units of blood
donated over
the past 20 years

\$707,000

raised by Nationwide associates in 2021 for Hunger Relief

A reflection of our communities

We know we're stronger because of the broad range of cultures, backgrounds and lifestyles that our associates bring to Nationwide. It's why we're so committed to recruiting, developing and retaining a diverse and talented workforce, and we're deeply honored by the recognition we've received.

Recent company recognition



Top Company for Diversity
Black Enterprise 2018 recognition



Exceptional Workplace Award
Gallup 2021 recognition



Latina Style 50 Award
Latina Style 2021 recognition



Best Places to Work for LGBTQ+ Equality
The Human Rights Campaign
2021 recognition



Supplier Diversity
Women's Business Enterprise
National Council and
WE USA magazine
Member 2021



100 Best Companies to Work For®
Fortune magazine

At Nationwide, we've always believed in facing challenges together and maintaining our financial stability so that you can rely on us to be here when you need us.



Let us help you

If you have questions or would like more details, please contact your Nationwide representative.



Nationwide[®]
is on your side

- Not a deposit • Not FDIC or NCUSIF insured • Not guaranteed by the institution
- Not insured by any federal government agency • May lose value

Products are issued by Nationwide Life Insurance Company, Columbus, Ohio. The general distributor is Nationwide Investment Services Corporation, member FINRA, Columbus, Ohio.

Nationwide, the Nationwide N and Eagle, Nationwide is on your side, Nationwide Children's Hospital and More than a business are service marks of Nationwide Mutual Insurance Company. © 2022 Nationwide

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